

The price of change Finding the money for action on sustainability



EQUANS Group

EQUANS is a market leader in the sector with 74,000 employees, leveraging 200 years of expertise, with revenues of

€12 billion, EQUANS is present in 17 countries

EQUANS purpose is to Empower Transitions

EQUANS

Partner of

performance

Energy Transition

To minimize your carbon footprint

To optimise your productivity and contribute to reindustrialise territories

Digital Transition

To connect, collect, and analyse data to create value



Global **€12 billion** UK **€2.3 billion**

74,000 experts **13,500** in the UK

17 Countries

Europe, North America, Latin America & Australiasia



Agenda

1. Net Zero

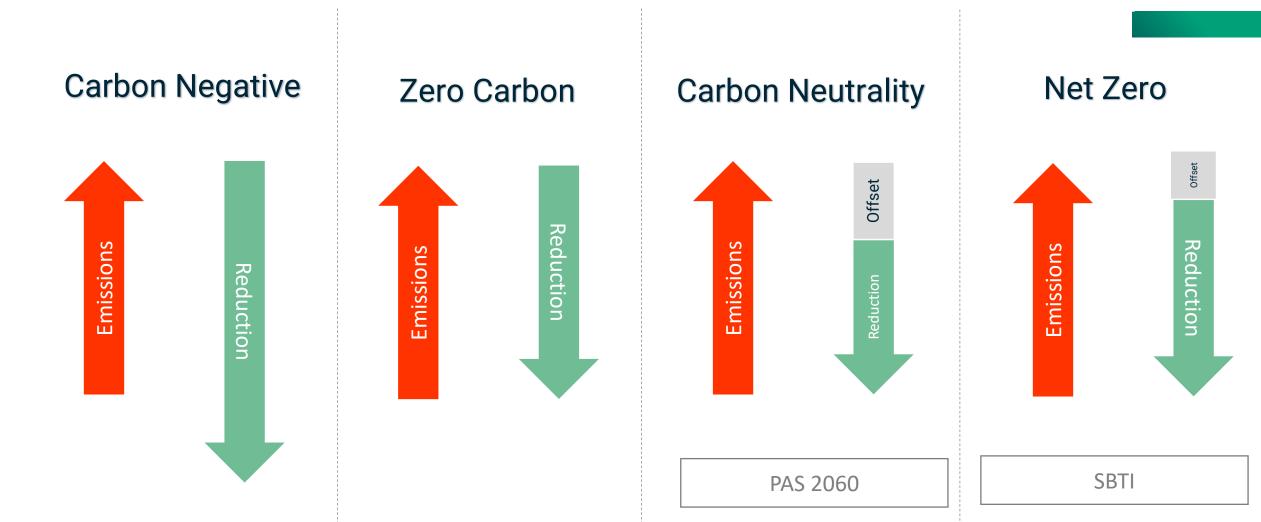
2. Achieving & funding your ambitions





NET ZERO

Net Zero



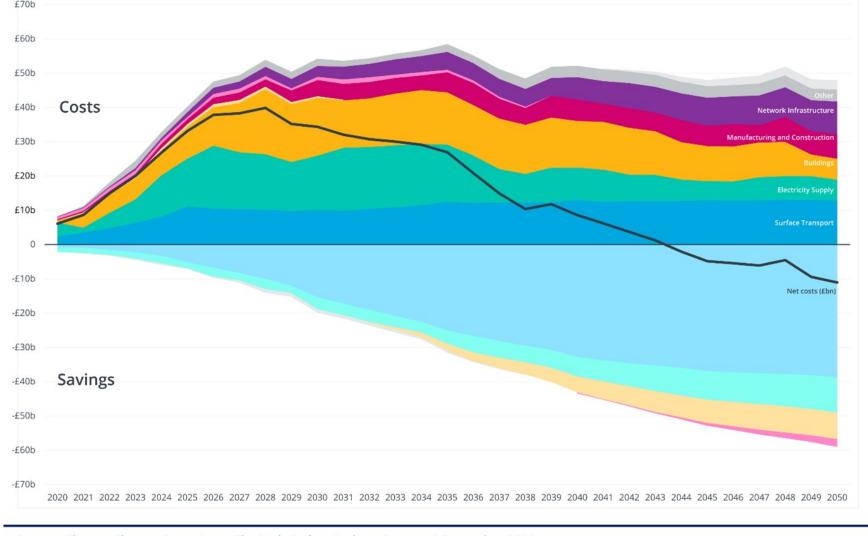


Net Zero Costs

Costs £(1.4) tn by 2050

Savings £1.1 tn by 2050

Net £0.37 bn by 2050



Source: Climate Change Committee, *The Sixth Carbon Budget - Dataset*, 9 December 2020

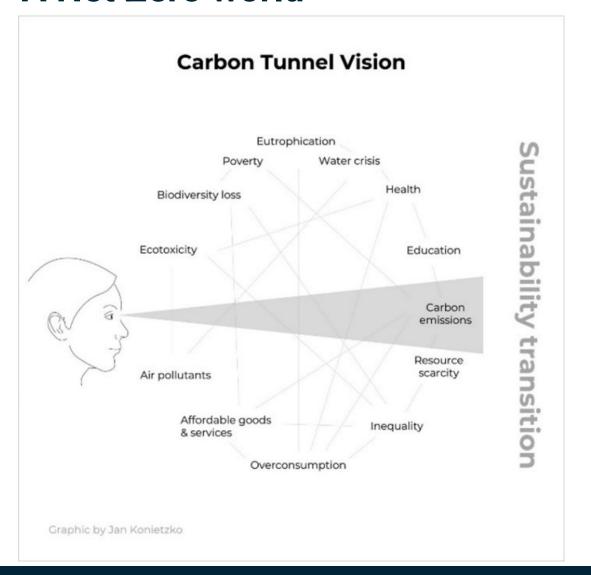
Note: Darker colours represent CAPEX, lighter colours represent OPEX. Values are a three-year rolling average of in-year costs.

"Other" includes: aviation, shipping, LULUCF, agriculture, removals, waste and F-gases. Costs of electricity are included in the energy supply sector, other low-carbon fuels such as hydrogen and bioenergy are included in the respective sectors which use those fuels.





A Net Zero world







ACHIEVING & FUNDING YOUR NET ZERO AMBITIONS

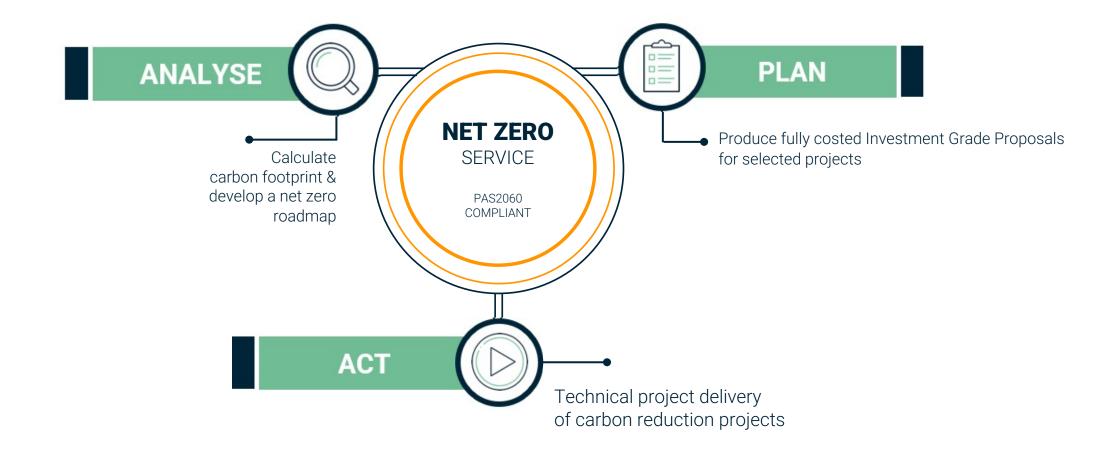
Ambition







Our approach to help you achieve Net Zero



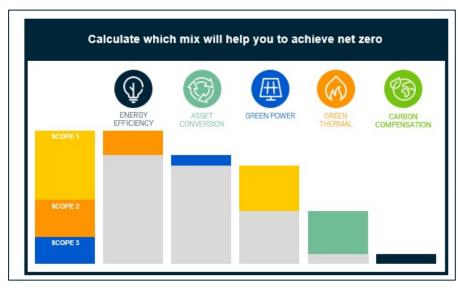


ANALYSE

O QUANTITY EMISSIONS O SCOPE 1 SCOPE 2 **SCOPE 3** Other indirect emissions Direct emissions **Energy indirect emissions** Purchased goods and services Fuel combustion Purchase electricity for own use Product use Owned vehicle fleet Purchased heat, steam, Waste disposal cooling for own use Fugitive emissions Transportation and distribution Employee business travel **Carbon Footprint**

Evaluate options for carbon reduction ASSET GREEN REDUCTION CONVERSION **POWER** THERMAL COMPENSATION Sourcing green Converting assets Converting electricity through **Energy-management** to low carbon, energy-Offsetting schemes gas to hydrogen or Corporate Power strategies to reduce efficient models and electrification. Sourcing for any remaining Purchase Agreements energy and carbon. investing in renewable green gas through green carbon emissions. or renewable supply technology. gas supply contracts. contracts.

3



Produce your Net Zero Roadmap

Costs of net zero measures

Renewable: Solar PV, urban wind, micro hydro, battery storage, fuel cell, ground/water/air source heat pump, biomass boiler

Building fabric: Double/secondary glazing, green roof, insulated ceilings, loft/basement/cavity wall/external wall insulation

HVAC: Condensing gas boiler, heat recovery, heat pump, chiller, air handling units (AHU), domestic hot water (DHW), combined heat and power (CHP)

Lighting: LED, high-efficiency fluorescent, occupancy sensors, daylighting, time controls

Building automation: Smart thermostatic radiator valves (TRVs), variable speed drives (VSD), hydronic balancing, building management systems (BMS), energy intelligence, voltage optimisation, Internet of Things (IoT), demand side response, smart building technology

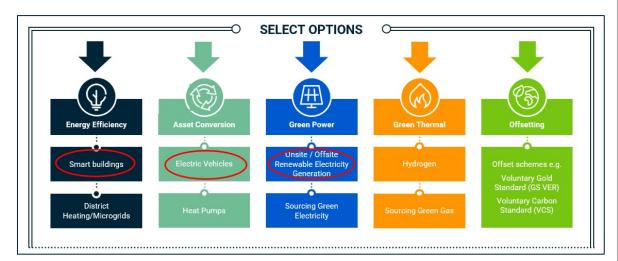
Quick wins: Draught-proofing, flue economiser, pipe insulation, valve jackets, vending miser, IT solutions

Behavioural change: Training, cards, e-handbook, kiosks, dashboard, eco interactive tools, serious games

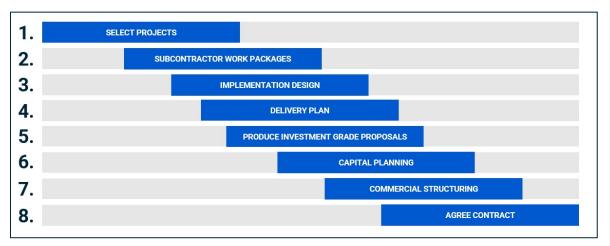


PLAN

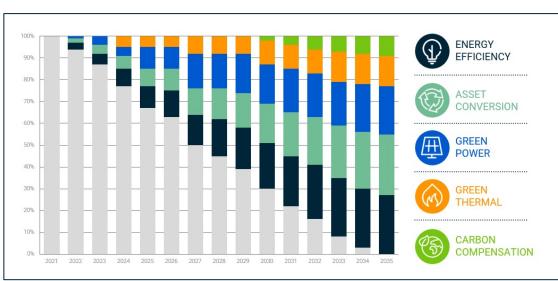
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2



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Produce your Net Zero Business Plan

Phasing of net zero projects



No regret measures

Behavioural change and traditional energy efficiency measures which reduce energy costs as well as carbon.

Remove fossil fuel in heating and vehicles

Resize heat solutions to reflect new demand before implementing new heat technology. Assess future EV deployment to determine charge poing demand.

Upgrades to heating distribution systems

New heat sources may require improvements to local heat distribution or networks

Assess potential network constraints

Additional capacity to support EVs and het pump loads may need an upgrade

Renewable generation

Consider onsite or local renewable generation, demand management or battery storage



Structuring options



Proj	ect	activity	(e.g.)
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Asset Ownership

Asset Finance

Performance Obligation

Balance Sheet

Energy Procurement

Operation & Maintenance



Retained Control

Client owned

Client financing

Manufacturer

Structured for on

Wholesale market access

In-house



Tailored Control

Client owned

Joint financing

Output guarantee

No requirements

Energy price hedging

Mixed



Trusted Control

EQUANS owned

EQUANS financed

Full risk transfer

Structured for off

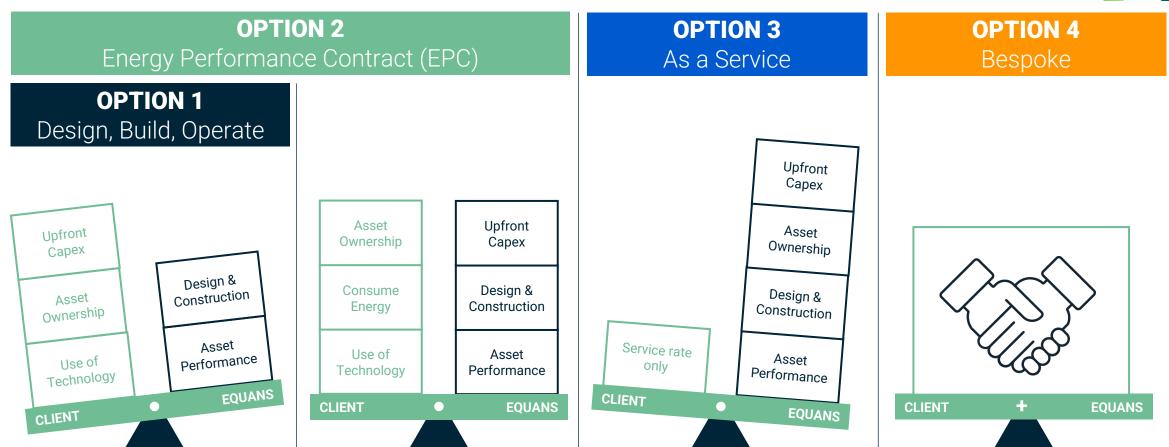
100% managed service

Onsite risk transfer

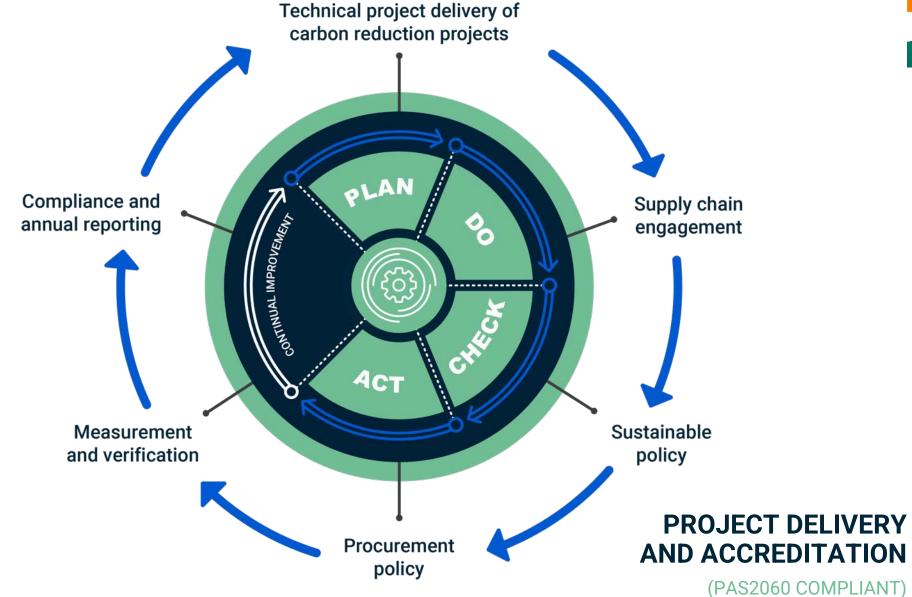


Financing options





ACT



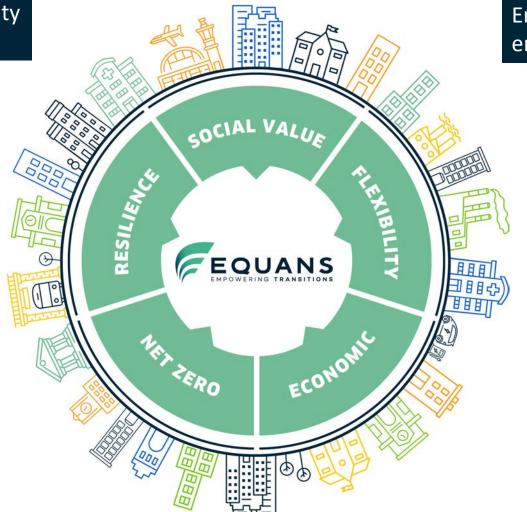


Conclusion

Bring community with you

Think about supply chain

Set realistic targets



Employee engagement is key

Training & development

Follow the correct process to avoid spending more than you need



Contact



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